

BHARAT FORGE



KALYANI

INVESTOR PRESENTATION

November 2016 | Bharat Forge Ltd. | Pune

MAKING IN
INDIA
FOR THE WORLD



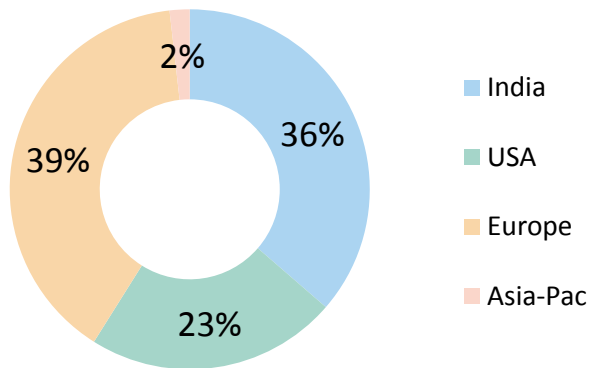
Bharat Forge Limited - A Global Industrial Conglomerate





BHARAT FORGE: PROFILE

- Consolidated Revenues: ~ US\$ 1.2 Bn
- 9 Manufacturing locations across 4 countries.
- Global Marquee Customer base of more than 35 OEM's & Tier- 1 companies across automotive & industrial applications.
- No single customer exceeds 6% of consolidated revenues.

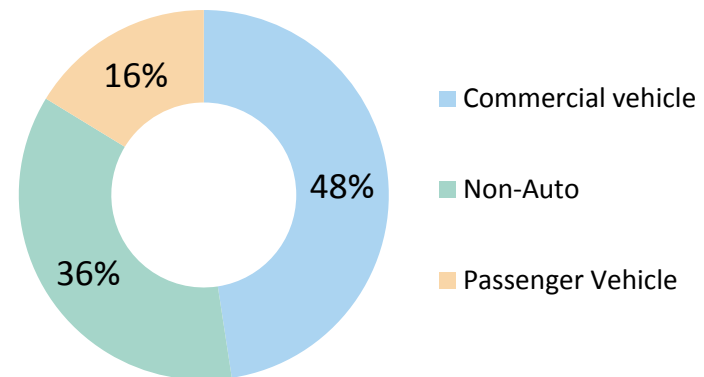
REVENUE BREAK-UP BY GEOGRAPHY – FY 2016



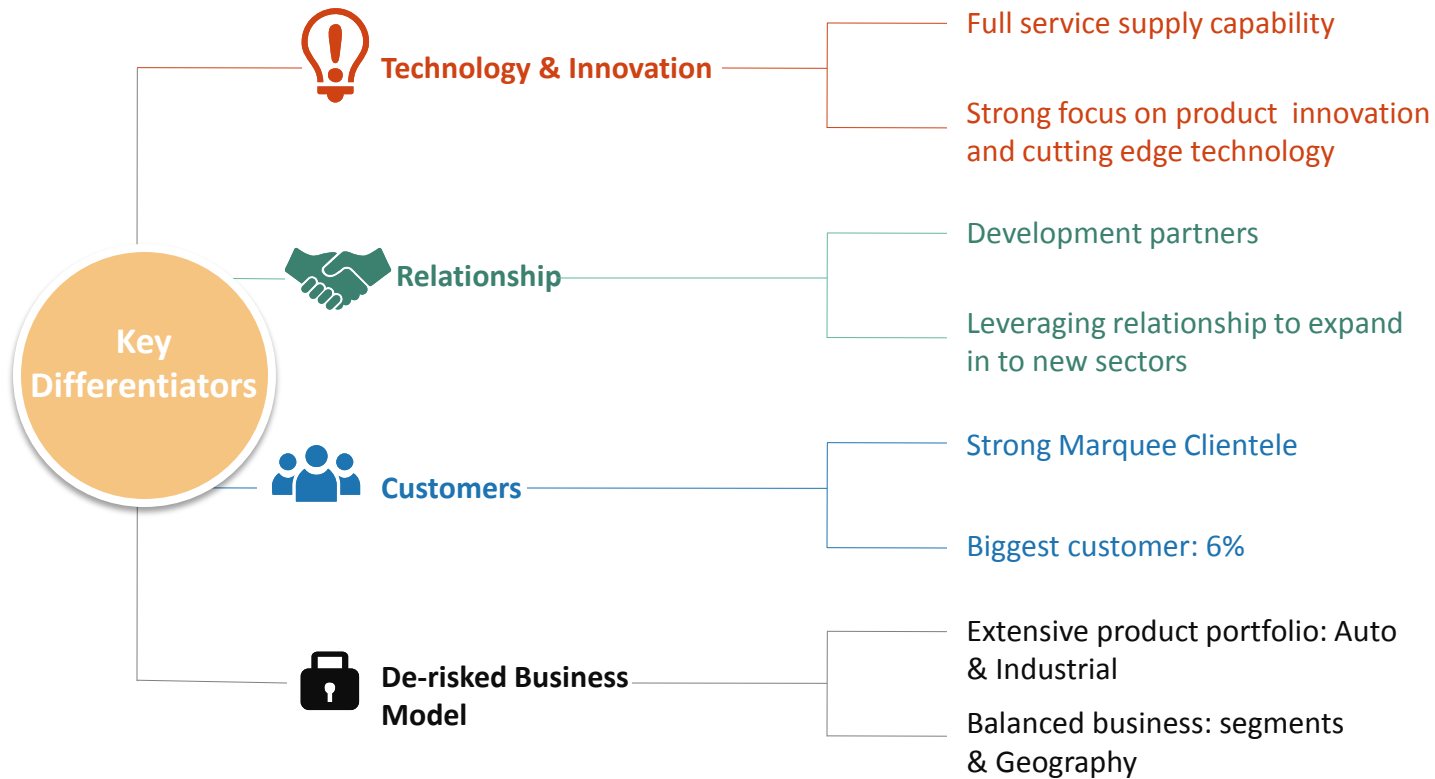
GLOBAL FORGING CONGLOMERATE

Geography	Capacity (TPA)
	403,750
	185,000
Total	588,750

REVENUE BREAK-UP BY SEGMENTS – FY 2016

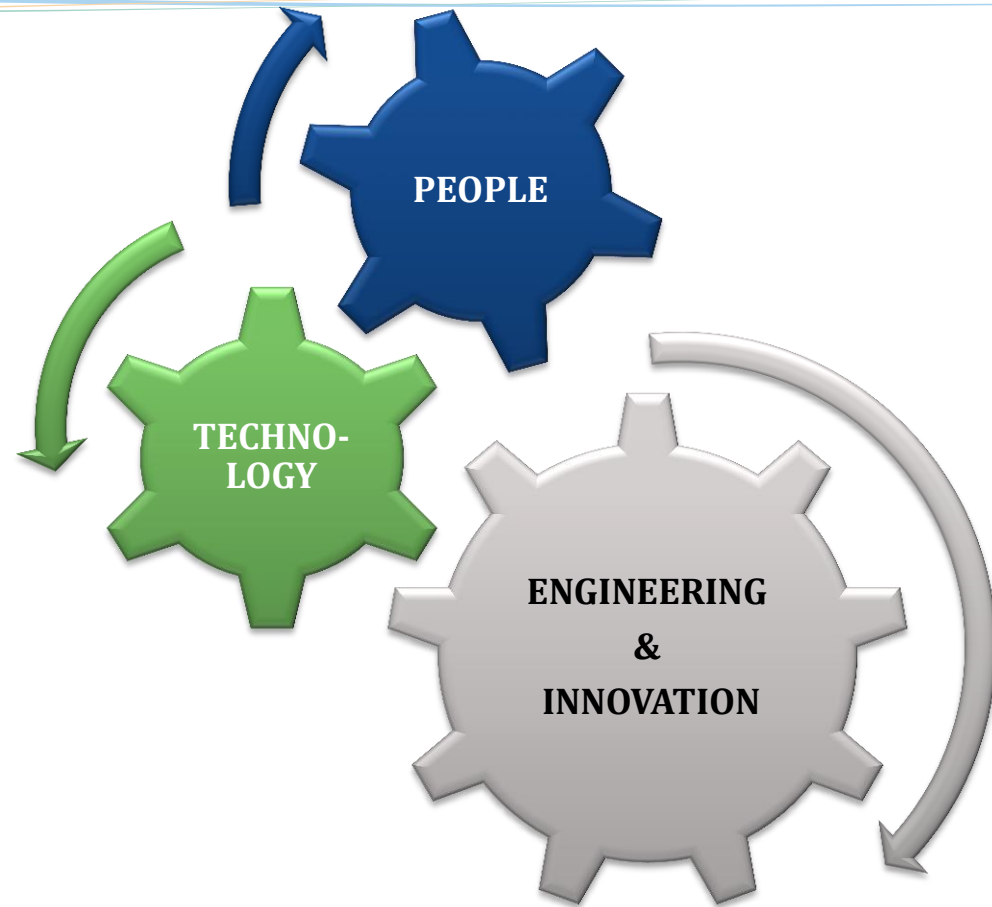


Bharat Forge Limited – Key Differentiators



Transformational Shifts around three Success Levers

1. From 'Muscle Power' to 'Brain Power'
2. Creating a 'Knowledge Workforce'
3. Modernizing 'Technology & Operations'
4. From a 'Generic Supplier' to a 'Partner of Choice'
5. From an 'Indian Company' to a 'Global Company'
6. Steadfast 'Focus on R&D' to develop new capabilities and sustain competitive edge.



Highlights : Q2 FY2017



- Passenger Vehicle business continues to gain momentum with the addition of two new customers in the domestic markets.
- Further strengthened its market share in the North American CV market with addition of a new customer.
- New product development cycle for auto and industrials continues to be on track.
- Focus on cost control has helped improve margins on a quarter on quarter basis in spite of lower sales.
- 49% stake sale in Alstom JV to GE

Standalone Results – Q2 FY 2017



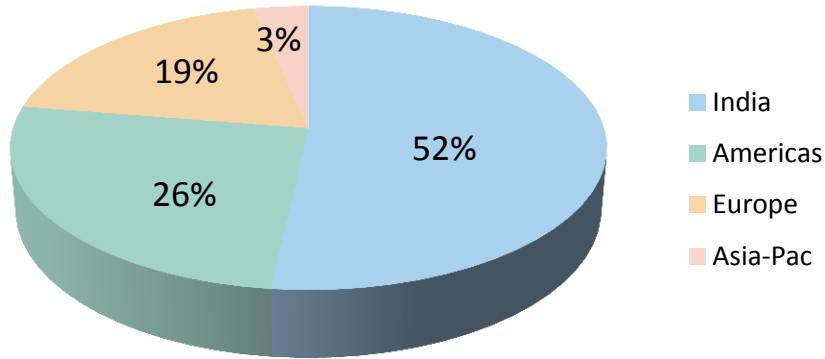
(INR Million)

Particulars	Q2 FY17	Q1 FY17	% change
Shipment Tonnage	46,203	49,098	(5.9)
Domestic Revenue	4,844	5,492	(11.8)
Export Revenue	4,515	4,079	10.7
Total Revenue	9,359	9,571	(2.2)
EBITDA	2,531	2,537	(0.2)
EBITDA %	27.0%	26.5%	
PBT before Ex Gain/ (loss)	1,921	1,886	1.9
PAT	1,268	1,221	3.8

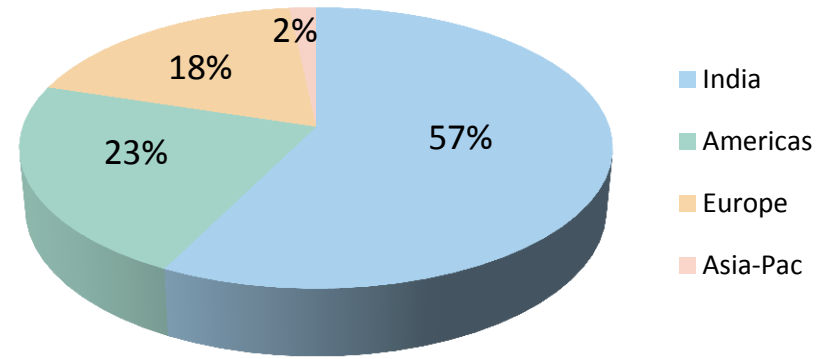
Geographical Breakup - Standalone



Q2 FY 2017



Q1 FY 2017

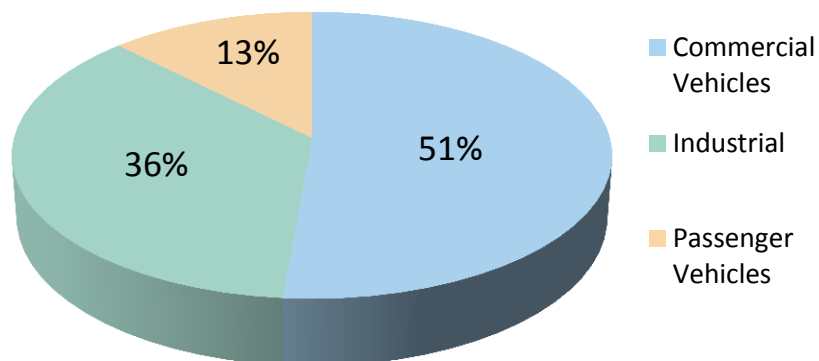


Particulars (INR Million)	Q2 FY 2017	Q1 FY 2017	% Change
India	4,844	5,492	(11.8)
Americas	2,412	2,149	12.3
Europe	1,781	1,769	0.7
Asia Pacific	322	161	99.6

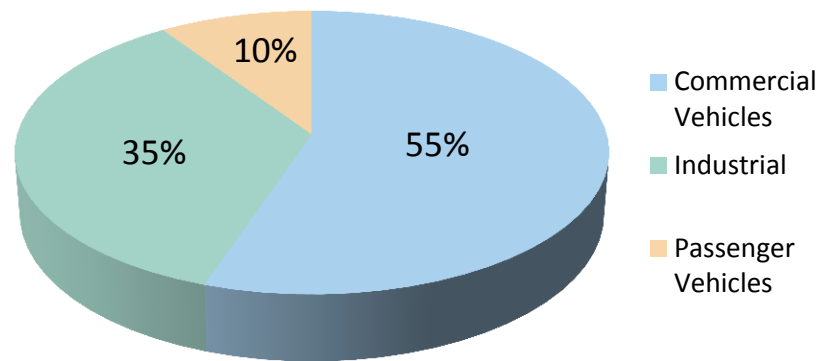
Segmental Breakup - Standalone



Q2 FY 2017

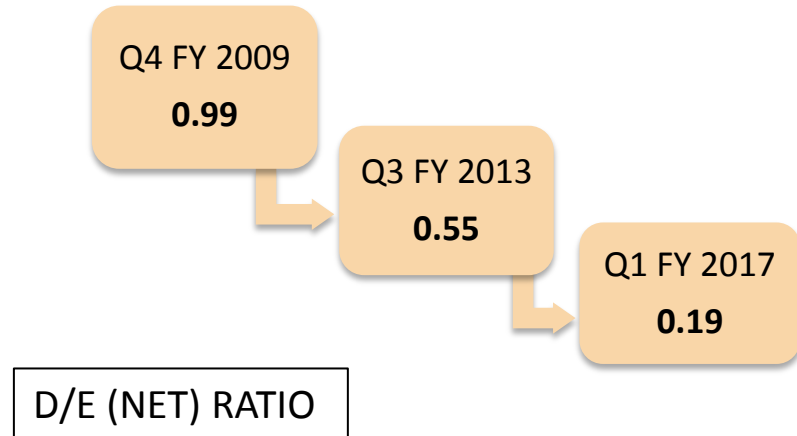
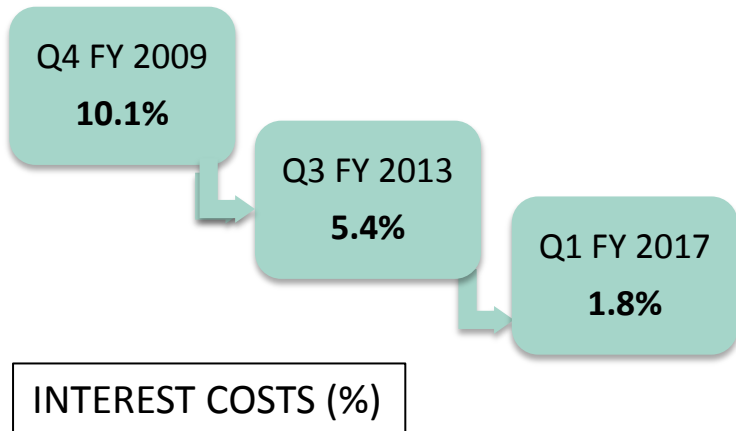
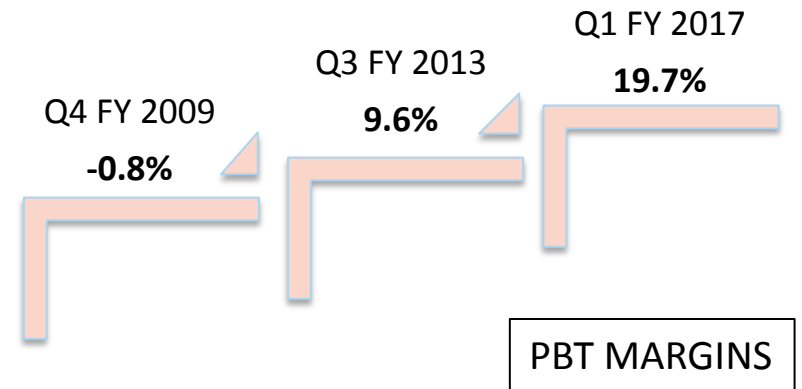
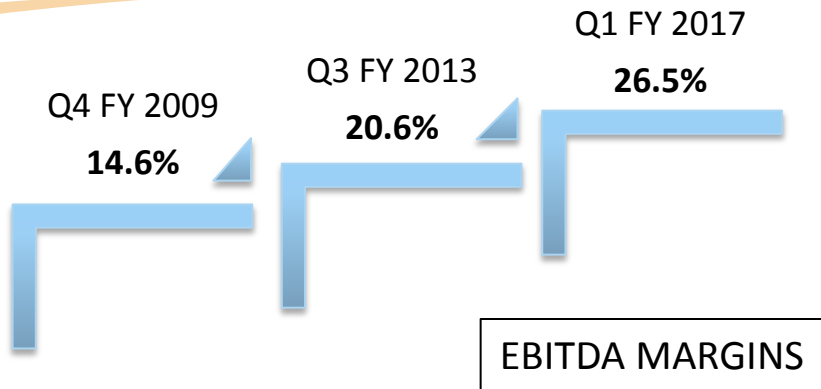


Q1 FY 2017



Particulars (INR Million)	Q2 FY 2017	Q1 FY 2017	% Change
Commercial Vehicles	4,249	4,688	(9.4)
Industrial	2,989	3,003	(0.5)
Passenger Vehicles	1,028	802	28.2

Increasing resilience with diversification

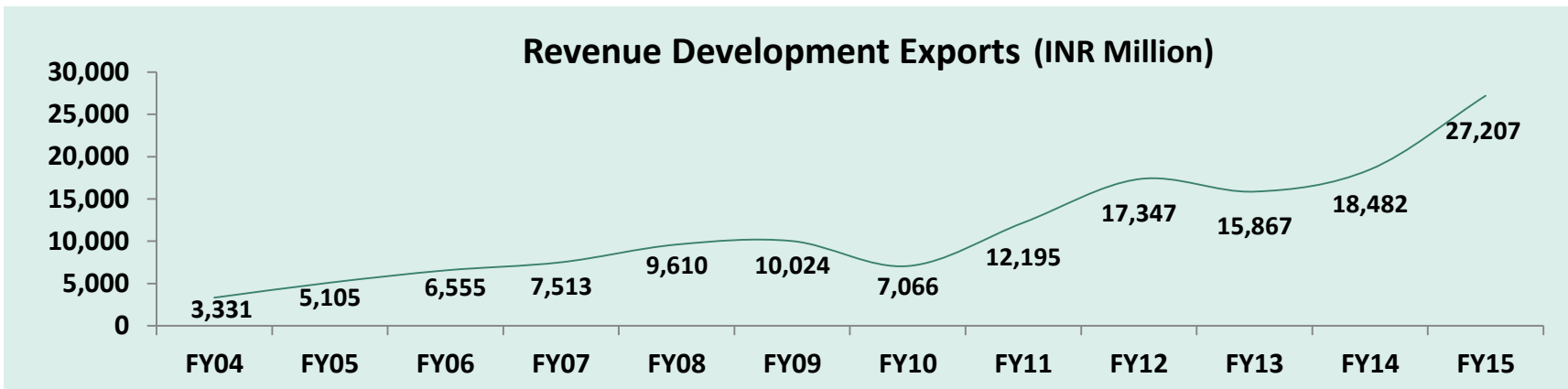


Segmental Diversification

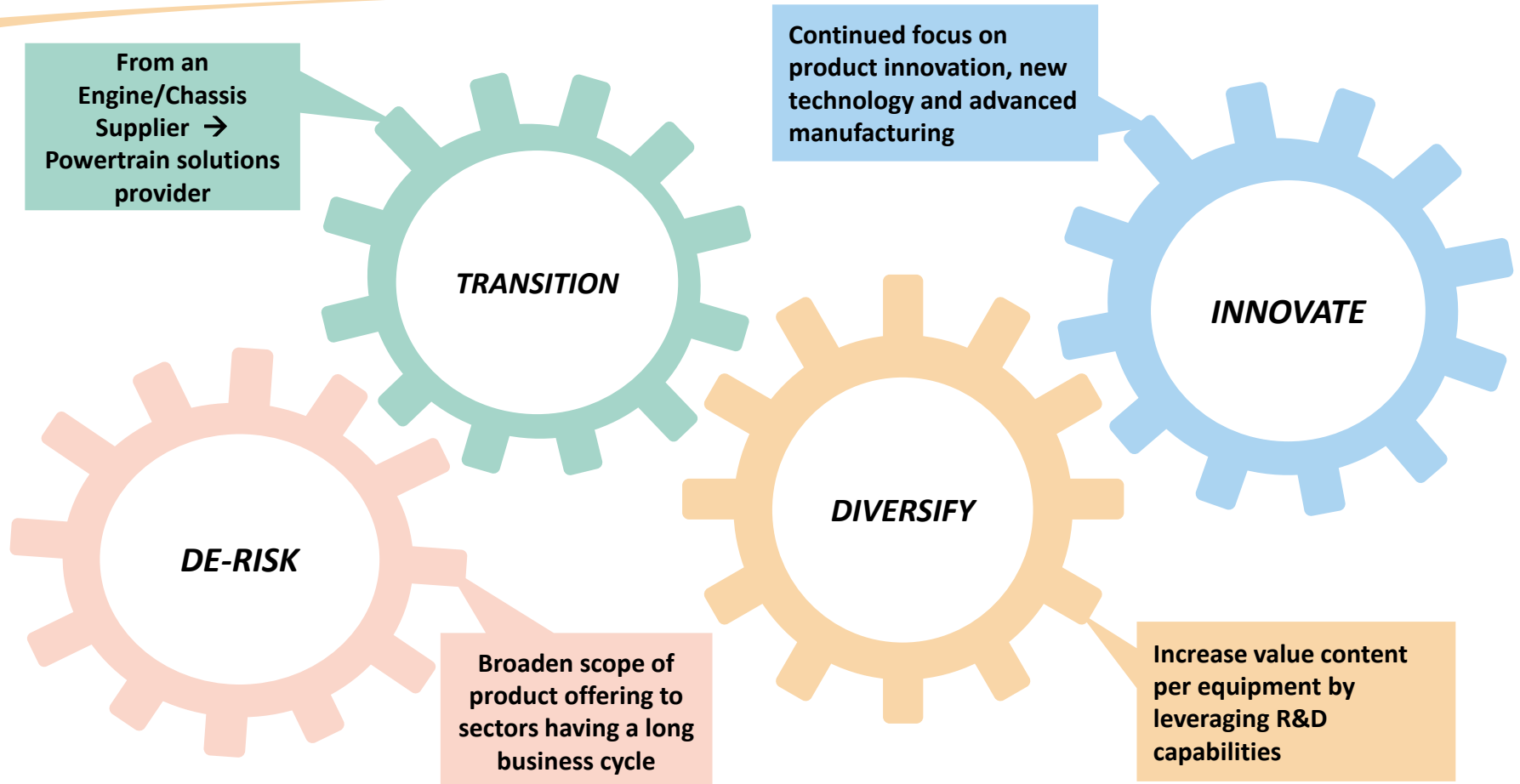


SECTOR	YEAR 2001	YEAR 2004	YEAR 2012	YEAR 2015	YEAR 2017
TRUCK	●	●	●	●	●
PASSENGER CAR		●		●	●
CONSTRUCTION			●	●	●
MINING			●	●	●
AGRICULTURE			●	●	●
OIL & GAS			●	●	●
AEROSPACE				●	●

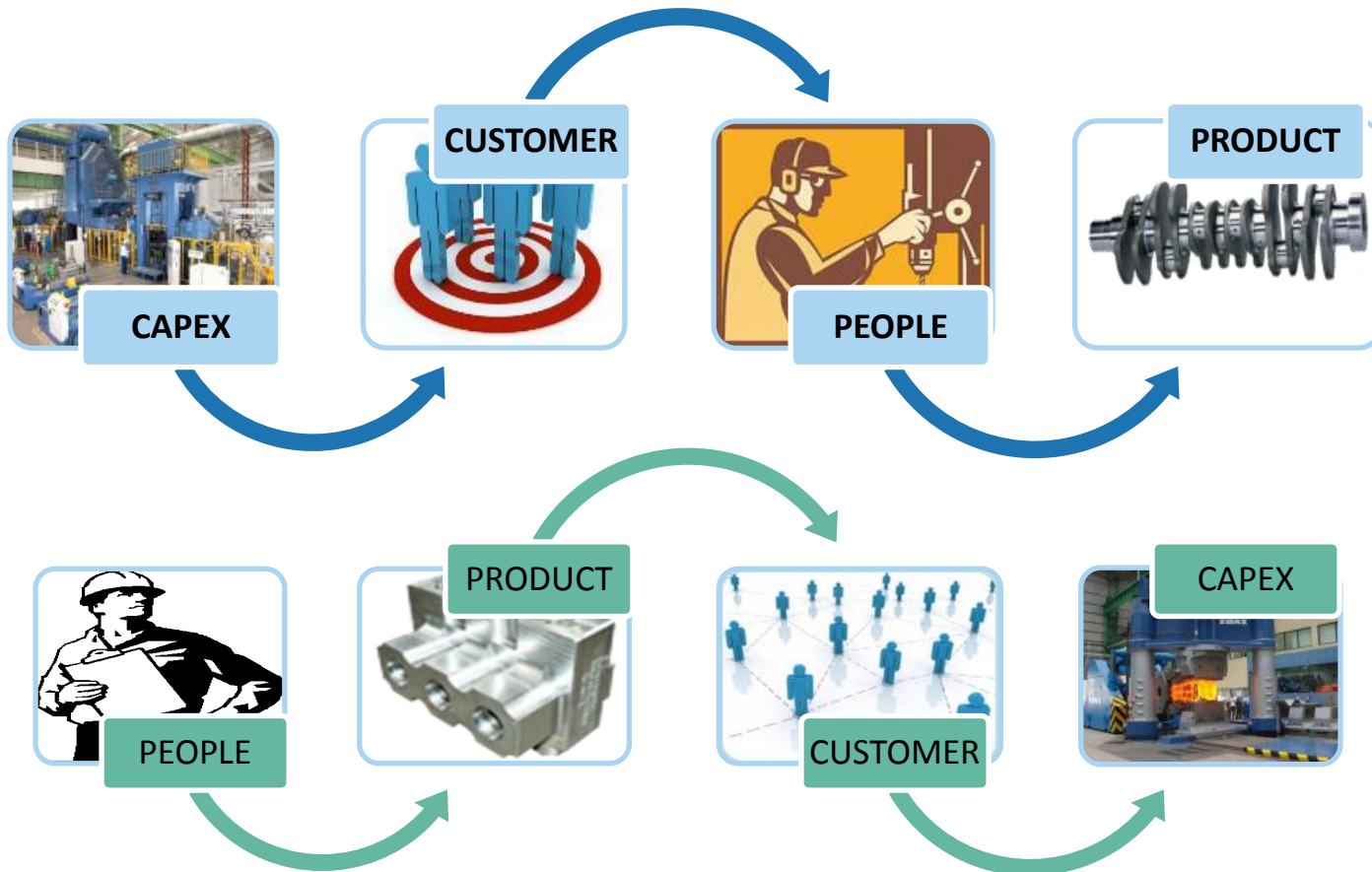
DE RISKED BUSINESS MODEL	
GEOGRAPHICAL DIVERSIFICATION	●
SECTOR DIVERSIFICATION	●
PRODUCT EXPANSION	●



Growth Drivers



Asset Light Capex: Changing the Approach



Disclaimer



This presentation contains certain forward looking statements concerning Bharat Forge's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and the target countries for exports, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions with respect to investments, fiscal deficits, regulations, interest rates and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company. No part of this presentation shall be reproduced, copied, forwarded to any third party either in print or in electronic form without prior express consent of the company.

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THANK YOU

